

Fig. 1

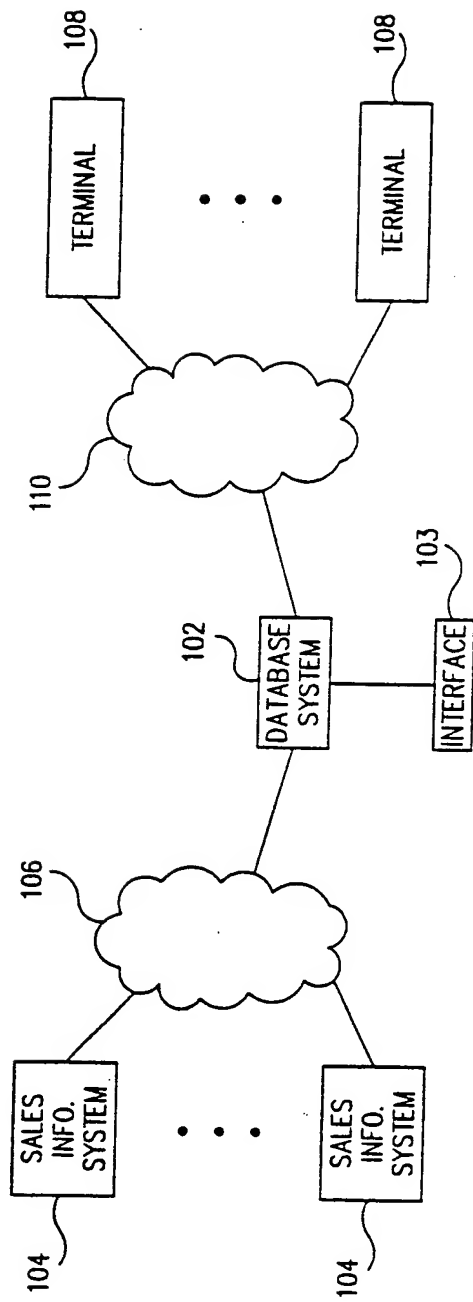


Fig. 2

100

PRODUCT INFORMATION
PRODUCT IDENTIFIER
PRODUCT NAME
PRODUCT CATEGORY
PRODUCT DESCRIPTION

Fig. 3A

RETAILER INFORMATION
RETAILER IDENTIFIER
GENERAL INFORMATION
RETAIL LOCATION INFORMATION
SALES INFORMATION

Fig. 3B

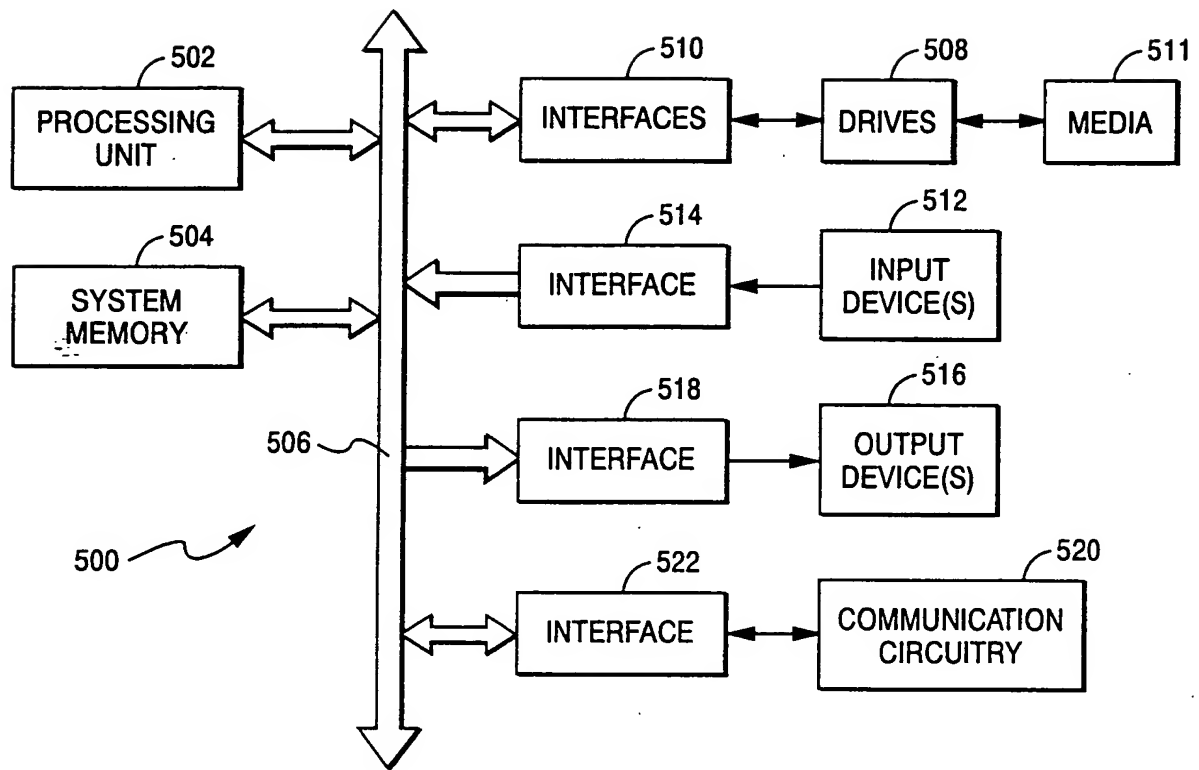


Fig. ~~4~~ 4

# Dynamic Allocation Use Case Diagram

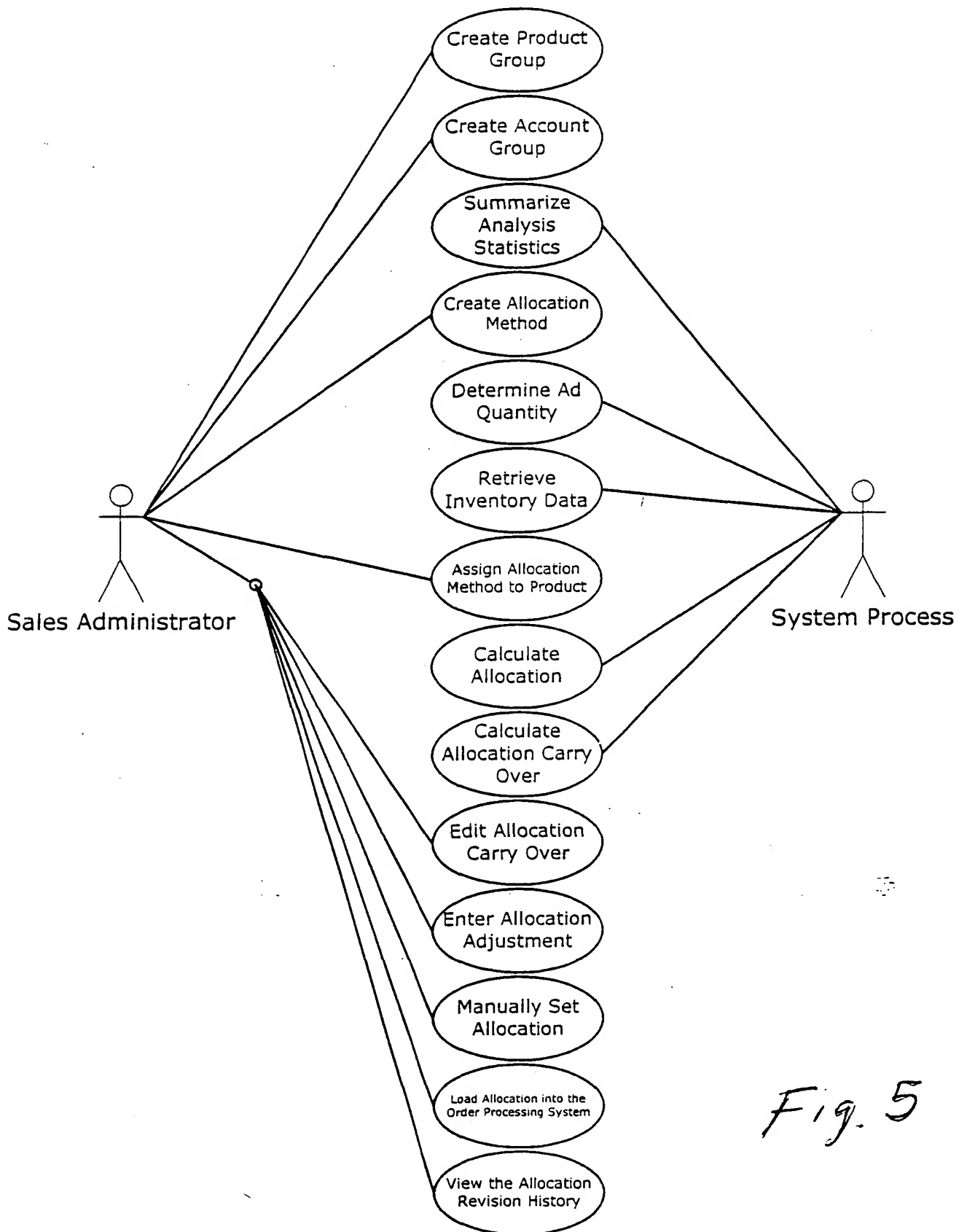


Fig. 5

# Dynamic Allocation Activity Chart

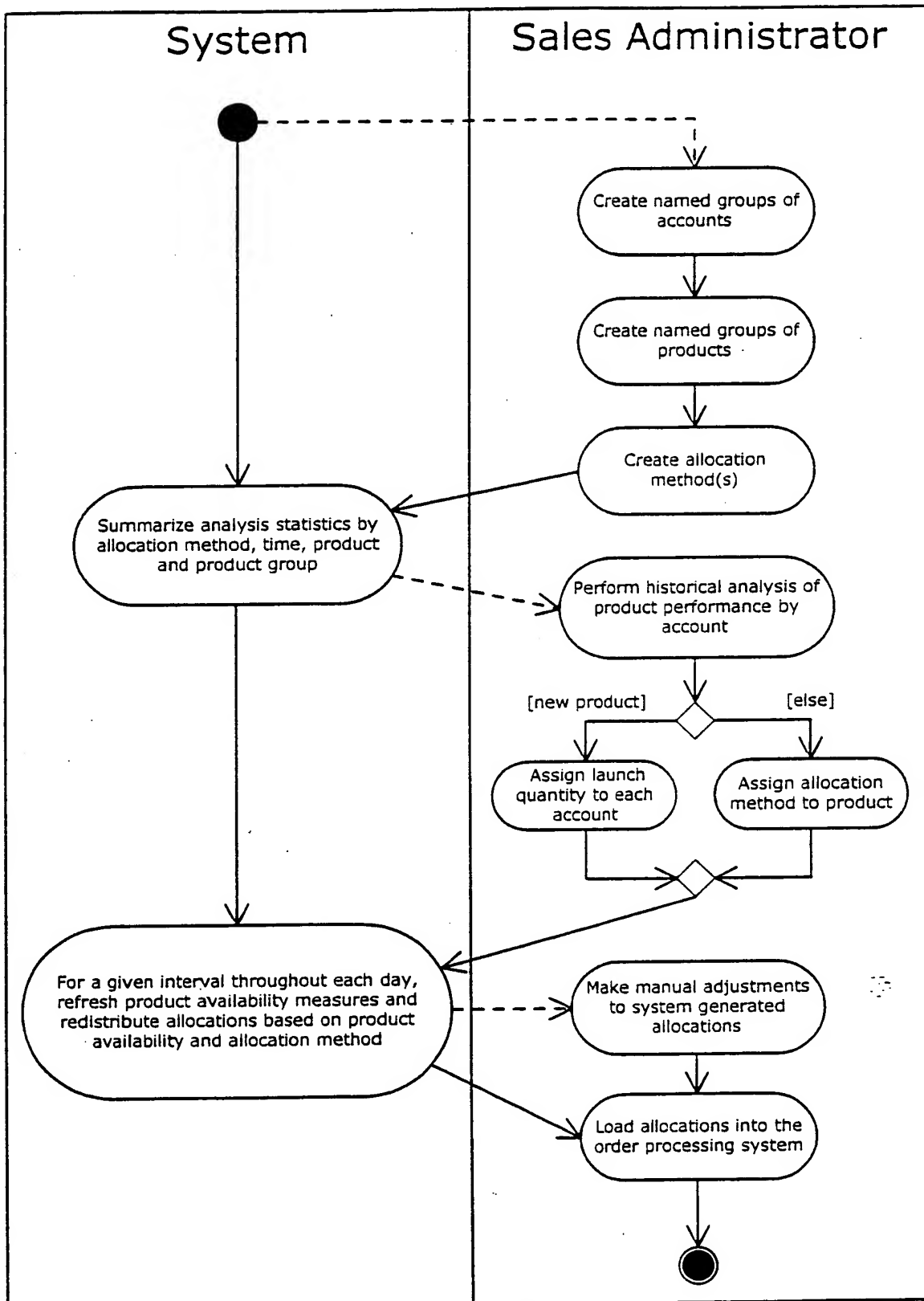


Fig. 6

# Dynamic Allocation System

## Allocation Distribution State Chart

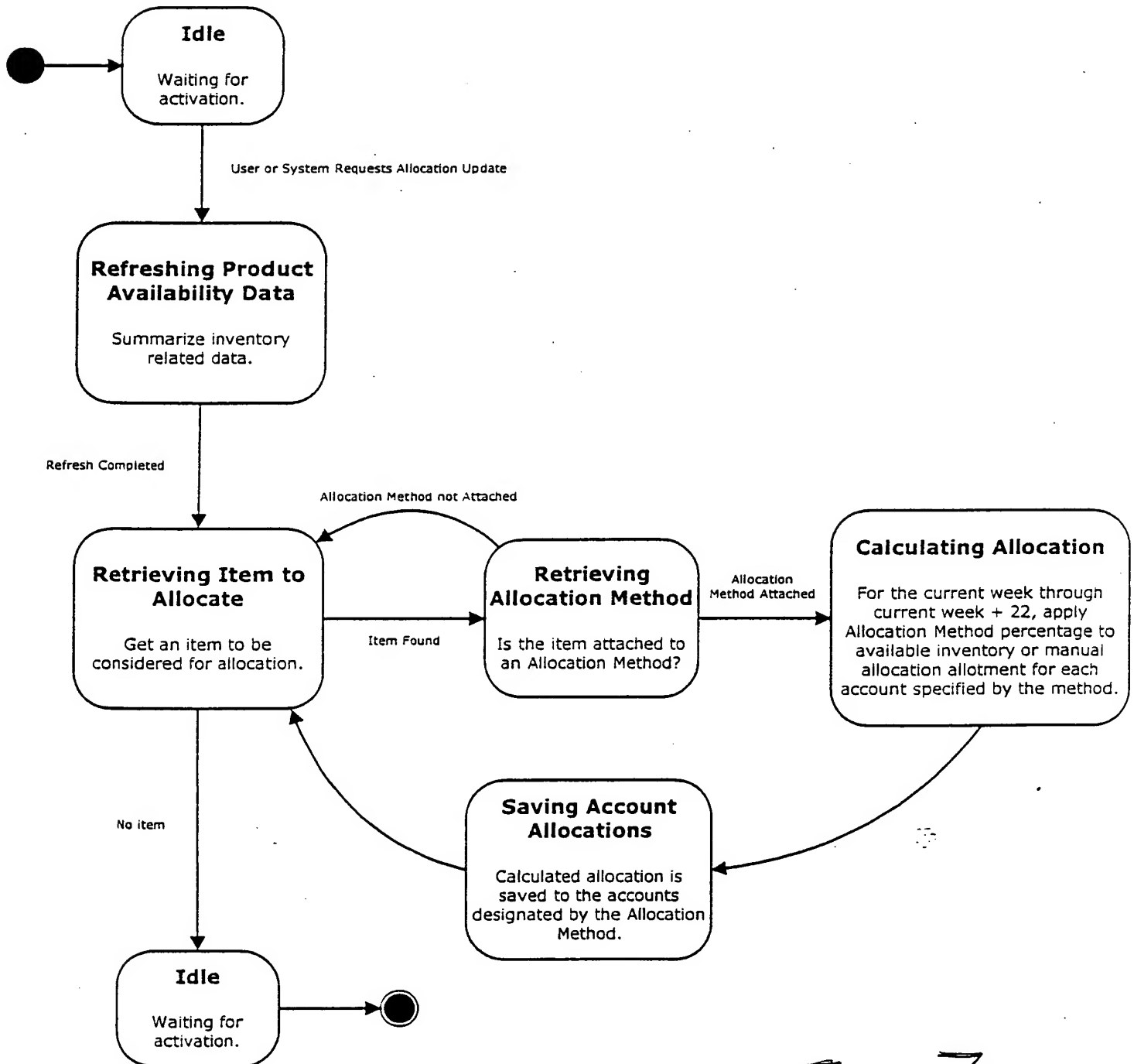
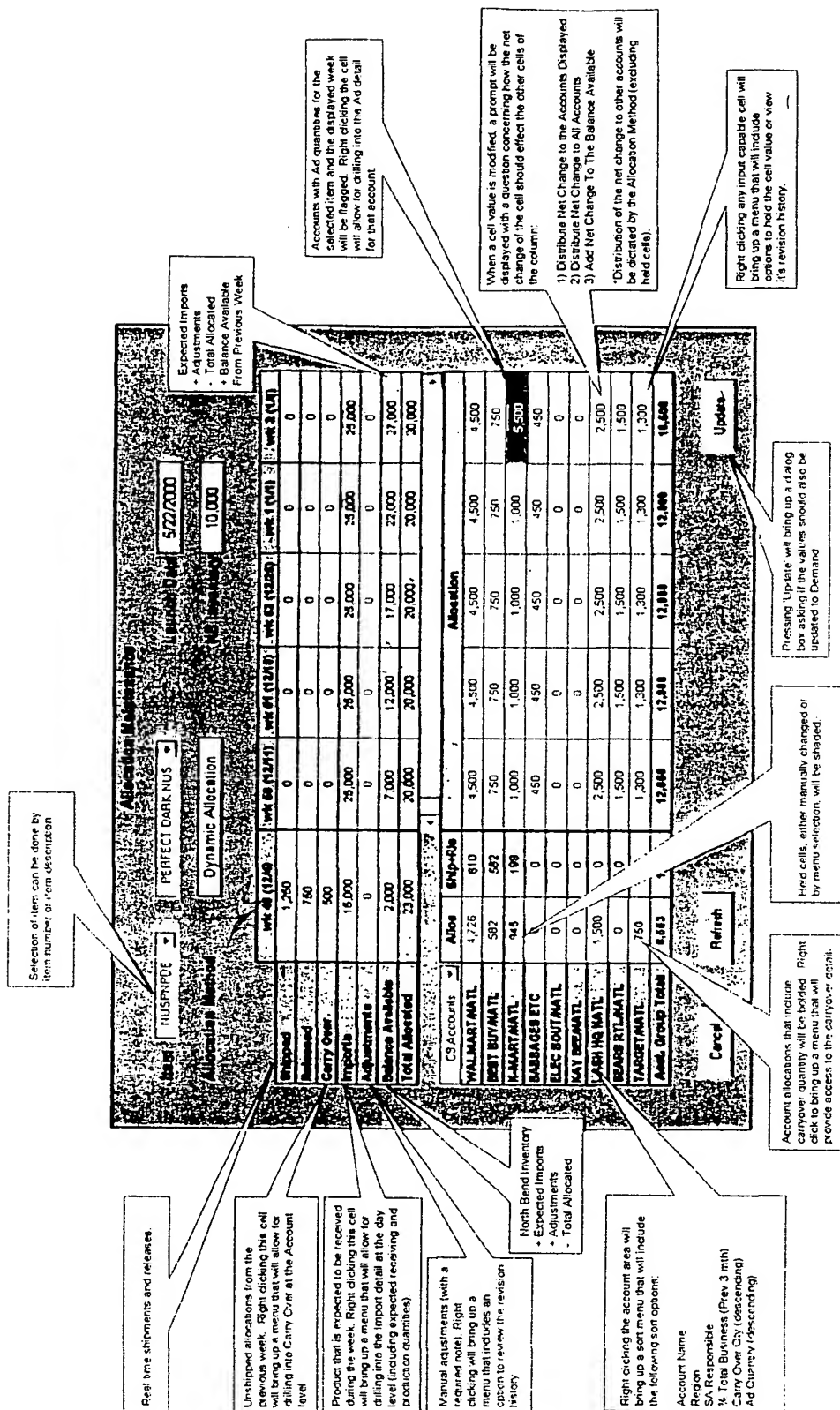


Fig. 7

## Screen Sample - Allocation Maintenance



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# Screen Sample - Import Detail

Build Days is the estimated length of time from the receipt of bulk goods to the day that the finished goods are in on-hand inventory.

Item

NUSPNPDE Perfect Dark NUS

Build Days

7

Import Detail

		Week 50						
		Mon 12/11	Tues 12/12	Wed 12/13	Thu 12/14	Fri 12/15	Sat 12/16	Sun 12/17
Production	1500							
Expected Receipts			3000	3000	3000	3000		
Overdue Receipts	1500							

Date

Expected receipts are finished goods that are scheduled to arrive at Nintendo, and be available in on-hand inventory, for a given day.

Overdue Receipts represent product that was due the previous week, but did not become available in on-hand inventory.

Fig. 9

Screen Sample - Account Carry Over Detail

**Account Carry Over Detail**

Week: **wk 49 (12/4)**

Item: **NUSPNPDE Perfect Dark NUS**

Balance Available	1,500
Total Allocated	23,000

WALMART/NATL	450
BEST BUY/NATL	225
K-MART/NATL	202
BABBAGES ETC	150
ELEC.BOUT/NATL	75
KAY BEE/NATL	65
LASH HQ NATL	50
TARGET/NATL	0
Total Carry Over:	1,217

Cancel Refresh Update

Carry over quantities can only be reduced. Reducing the quantities will be reflected in both the Total Allocated and Balance Available buckets (Total Allocated will decrease, Balance Available will increase).

Right clicking any input capable cell will bring up a menu that will include an option to view the revision history for that cell and also allow sorting by Account Name and Carry Over Quantity.

Carry Over Quantity that has been reduced to zero will appear in the table for auditing purposes. Carry Over Quantities that were initially zero will not appear in this table.

Fig. 10

# Screen Sample - Replenishment Item Set Up

**Replenishment Item Set Up**

Item: NUSPNPDE PERFECT DARK NUS

Launch Date: 5/23/2000

Launch Qty: 1,000,000

Allocation Method: <Select From List>

Measure: Shipments

Interval: Sell Thru Month

The Measure determines the variable to be used for item comparison (e.g. Sell Thru, Shipments).

The Interval defines the summary level of the data (e.g. Year, Quarter, Month, etc.).

The primary purpose of this screen is to provide the analysis needed to assign an Allocation Method to an item.

Items are selected using the drop down list boxes. Individual items or groups of items may be selected (e.g. N64 Software, or a user defined product group).

Interval 1 - 4 correspond to the selected Interval and Interval Start date for the selected Measure. For example, item NUSPNTEE displays Sell Thru quantities (Measure) for Sell Thru Months (Interval) starting with August of 1999 (Interval Start). Which means that the intervals break down as follows:

Interval 1 = August 1998  
Interval 2 = September 1998  
Interval 3 = October 1998  
Interval 4 = November 1998

Interval Start defines the interval (Year, Month, Quarter, etc.) to begin reporting the data.

The selected Measure is displayed with a Percent to Total column for the listed accounts.

	NUSPNTEE	NUSPNASE	NUSPNEPE	NUSPNKJE
Launch Date	4/1/1998	12/7/1998	5/17/1999	5/10/1999
Launch Quantity	585,000	865,000	785,000	208,000
Allocation Method	Dynamic Allocation	% TB 3 Months	% TB 3 Months	% TB 1 Yr
Interval Start	August 1998	April 1999	September 1999	September 1999
Interval 1	25,185	41,538	17,551	5,959
Interval 2	17,502	24,125	10,191	3,355
Interval 3	21,486	22,650	18,422	6,661
Interval 4	38,514	17,983	32,848	18,701
<b>Total:</b>	<b>102,667</b>	<b>106,276</b>	<b>139,002</b>	<b>32,676</b>

CS Accounts	Shipments	%	Shipments	%	Shipments	%	Shipments	%
LASH HQ NATL	29,898	28.8	28,849	25.3	35,515	25.5	9,791	20.8
WALMART NATL	23,239	22.6	30,693	28.9	23,656	17.0	8,038	24.3
TARGET NATL	12,834	12.6	12,952	12.2	22,282	16.0	9,825	27.0
BEST BUY NATL	10,898	10.6	11,789	11.1	20,080	14.4	3,158	9.7
K-MART NATL	9,685	9.4	8,272	7.9	11,568	8.3	1,312	4.0
KAY BEEM NATL	5,483	5.3	3,937	3.7	3,904	2.8	1,581	4.8
ELEC BOUT NATL	3,819	3.5	3,744	3.5	4,159	3.0	303	2.5
BABBAGES ETC	3,083	3.0	4,381	4.1	4,832	3.5	1,078	3.3
SEARS RTL NATL	4,030	3.9	3,679	3.5	9,006	6.5	1,089	3.3
<b>Total:</b>	<b>102,667</b>	<b>100.0</b>	<b>106,276</b>	<b>100.0</b>	<b>139,002</b>	<b>100.0</b>	<b>32,676</b>	<b>100.0</b>

Cancel Refresh Revision History Update

Fig. 11

The Launch Qty sets the actual launch allocation (the values are loaded into the Allocation Maintenance table)

The Measure determines the variable to be used for item comparison (e.g. Sell Thru, Shipments)

The Product is selected using the drop down list box. An individual item or a group of items may be selected (e.g. Red Software, or a user defined product group)

Methods are selected for each column using a drop down list box. Each method carries percentages based on its definition. Quantities are calculated based on these percentages, when applied to the Launch Quantity.

Right Clicking on any method column will bring up a pop-up menu with the following functions:

- Sort Descending
- Sort Ascending
- Apply to Launch Qty (transfer all % to Launch Qty Column)

Quantities are rounded to Master Case quantities

This button will set the current set of Methods as the default methods when initially bringing up the window

Field cells, either manually changed or by menu selection, will be shaded

When a cell value is modified, a prompt will be displayed with a question concerning how the net change of the cell should effect the other cells of the column (excluding cells that are held)

1) Distribute Net Change to the Accounts Displayed  
2) Distribute Net Change to All Accounts  
3) Other Cells Remain Unchanged

Account groups may be selected using the drop down list box. Right clicking the Account area will also bring up a pop-up menu with the following functions:

- Remove Row
- SA Responsible
- Account Name
- Launch Quantity

Right Clicking on a cell will bring up a pop-up menu with the following functions:

- Field Cell Contents
- View Revision History

The Launch Qty sets the actual launch allocation (the values are loaded into the Allocation Maintenance table)

The Measure determines the variable to be used for item comparison (e.g. Sell Thru, Shipments)

The Product is selected using the drop down list box. An individual item or a group of items may be selected (e.g. Red Software, or a user defined product group)

Methods are selected for each column using a drop down list box. Each method carries percentages based on its definition. Quantities are calculated based on these percentages, when applied to the Launch Quantity.

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- Sort Descending
- Sort Ascending
- Apply to Launch Qty (transfer all % to Launch Qty Column)

Quantities are rounded to Master Case quantities

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- Remove Row
- SA Responsible
- Account Name
- Launch Quantity

Right Clicking on a cell will bring up a pop-up menu with the following functions:

- Field Cell Contents
- View Revision History

Launch Item: **PERFECT DARK NUS**

Launch Date: **5/22/200**

Launch Qty: **1,000,000**

Account	Forecast	%	Launch Qty	%	21E 2M	%	21E 3M	%	21E 4M	%	21E 5M	%	21E 6M	%	21E 7M	%	21E 8M	%	21E 9M	%	21E 10M	%	21E 11M	%	21E 12M	%
LAUNCH HQ NATL	300,000	21.2	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6	285,984	28.6
WALMART NATL	250,000	25.5	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1	250,992	25.1
TARGET NATL	100,000	10.8	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2	121,992	12.2
WALMART NATL	100,000	11.7	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6	85,992	9.6
WALMART NATL	60,000	6.4	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7	76,992	7.7
WALMART NATL	40,000	5.5	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9	48,984	4.9
WALMART NATL	75,000	8.0	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6	38,992	3.6
WALMART NATL	20,000	2.1	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5	25,992	2.5
Total of Above:	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8	942,916	109.8
Remaining:	5,084	0.5	5,084	0.5	5,084	0.5	5,084	0.5																		

Fig. 12



# Screen Sample - Demand Weekly Detail

Account

WALMARTNATL

Month

January 2001

Item

HUSSTB8 CONTROL SET ICE HUS

SA Forecast

0

Auto Flow Qty

3282

Monthly NOA Alloc

4000

Customer Forecast

3600

Advertising

0

Due In

1043

Allocated

3

EDI Forecast

0

Expired

0

Errored

3247

Shipped

2236

Customer Canceled

0

NOA Canceled

0

Period

0

Week 1

1:7

Week 2

8:14

Week 3

15:21

Week 4

22:28

Week 5

29:31

Update

Users will be allowed to switch between items at the weekly level.

Period refers to the monthly totals for the item.

Updating will not effect the Dynamic Allocation System. Updates are strictly for the Demand System.

Fig. 14



# Screen Sample - Manual Allocation % Maintenance

This list box determines which accounts are displayed ("ALL" is also a valid group).

"Right Clicking" on any Manual % cell will bring up a pop-up menu with the following functions:

- Hold Cell Contents
- View Revision History

"Measure" reflects what the percentages consist of (e.g. Sell Thru or Shipments).

Product can consist of a product group name, category or individual item.

Methods are selected by using the list boxes at the top of each column.

When a cell value is modified, a prompt will be displayed with a question concerning how the net change of the cell should effect the other cells of the column (excluding cells that are held):

- 1) Distribute Net Change to the Accounts Displayed
- 2) Distribute Net Change to All Accounts
- 3) Other Cells Remain Unchanged

Placing a cell on 'Hold' will lock the cell value. There are two ways to hold a cell:

- 1) Modify the Cell Contents
- 2) Place an Explicit Hold on the Cell (right mouse click)

Held cells, including those that have been modified, will be highlighted.

Total Percentage of accounts displayed. May be greater than or less than 100% if manual %'s are modified.

"Right Clicking" on any method column will bring up a pop-up menu with the following functions:

- Sort Descending
- Sort Ascending
- Apply to Manual % (transfer all % to Manual Column)

This button provides a means for setting a default list of methods. If pressed, the current method selection will be displayed at window start up. (this default is user specific)

C9 Accounts	% Tot Bus 3 Mths		% Tot Bus 4 Mths		% Tot Bus 1 Yr	
	Sell Thru	%	Sell Thru	%	Sell Thru	%
LASH HQ NATL	28.9	29.886	28.9	28.849	25.3	35,515
WALMART/NATL	22.6	23.239	22.6	30.693	28.9	23,656
TARGET/NATL	12.6	12.934	12.6	12.952	12.2	22,282
BEST BUY/NATL	10.6	10.898	10.6	11,789	11.1	20,080
K-MART/NATL	9.4	9.685	9.4	8,272	7.8	11,568
KAY BEE/NATL	5.3	5.483	5.3	3,937	3.7	8,904
ELEC BOUT/NATL	3.5	3,619	3.5	3,744	3.5	4,159
BABBAKER/ENR	3.0	3,083	3.0	4,361	4.1	4,832
SEARS RTL/NATL	3.9	4,030	3.9	3,679	3.5	8,006
<b>Total:</b>	<b>100.0</b>	<b>102,667</b>	<b>100.0</b>	<b>106,278</b>	<b>100.0</b>	<b>139,002</b>

Get Methods as Default

Save As

Update

Refresh

Fig. 15

## Screen Sample - Item Classification

This drop down list box will provide filtering of available items, and will include:

- 1) Platform (N64, EMG, ...)
- 2) Category (HW, SW, ...)
- 3) Product Groups
- 4) Other Allocation Methods

**Item Classification**

Allocation Method: Dynamic Allocation

Selected Items		Available Items	
NUSSBxB	CONTROL SET PIKACHU BLUE	NUSSDR	CONTROL SET GOLD TRU NUS
NUSSDR	CONTROL SET GOLD TRU NUS	NUSSHB	CONTROL SET NUS
NUSSHB	CONTROL SET NUS	NUSSHBEP	NUS WSTAR WARS RACER
NUSSHN	CONTROL SET W/O CTRL NUS	NUSSHC	CONTROL SET DISPLAY NUS
NUSSHQPO	POKEMON STADIUM SET NUS	NUSSHH	CONTROL SET W/GOLD CTRL
		NUSSHN	CONTROL SET W/O CTRL NUS
		NUSSHQPO	POKEMON STADIUM SET NUS
		NUSSHQP2	POKEMON STADIUM SET
		NUSSHQP3	POKEMON STADIUM NUS W/O
		NUSSM001	CONTROL SET MINUS-SKD
		NUSSM002	CONTROL SET MINUS-CKD
		NUSSM003	CONTROL SET 220V MINUS-CKD
		NUSSM004	CONTROL SET SMOKE MINUS
		NUSSM005	CONTROL SET 220V SMOKE MINUS
		NUSSM006	CONTROL SET ICE MINUS
		NUSSM007	CONTROL SET 220V ICE MINUS

Cancel Refresh Revision History Update

Right clicking the Selected Items list will bring up a sorting menu that will include sort options such as:

- 1) Item Number
- 2) Item Description
- 3) Launch Date (Descending)

Drag and drop ordering of items will also be available.

Items are selected/removed using the left and right arrow buttons.

Fig. 16



# Screen Sample - Time Driven Allocation Method Maintenance

All time driven methods use the % of Total Business Calculation, Account Measure/Total Measure for all valid measures (i.e. Shipments and Sell Thru).

**Time Driven Allocation Method Maintenance**

Ready

3 Month Lag : % To Total (10/2001)

Sell Thru Month

Lag

3

October 2000

Cancel Refresh Revision History Save As Update

The example above represents a method with a Lag of 3 months (Range), using Sell Thru Months (Interval) that begins with October of 2000 (Starting Point). Therefore, the % of Total Business Calculation would be for the months Aug., Sept., and Oct of 2000.

Fig. 17

**Account Group Maintenance**

Account: EAST / EARDLEY Top 5

Status: Ready Region:

**Selected Accounts**

7013	LASH HQ NATL
21034	MECCAMNATL
22344	JACKOFA-NY/NATL
9225	NAVY/NATL
22500	WIZCABLEV/NATL

→ ←

**Available Accounts**

EAST / EARDLEY

7001	BAMBERG
7008	GIMBELS
7013	LASH HQ NATL
7014	MACYS
8565	NICH - HQ
8870	SAVEMART/NATL
9224	MARINES/NATL
9225	NAVY/NATL
10824	TV FACTORY
10851	TSS-COMB
11522	GREENMAN/NATL
11750	WALDENBOOK/NATL
12158	A&S
12161	MACYS NENATL
12459	FISHERS NATL
12538	PRESENT CO

Buttons: Cancel, Refresh, Revision History, Save As, Update

**Callouts:**

- Status indicates that the needed summary data to support the account group has been calculated and stored in the database.
- Account Subset filters the list of Available Accounts, which will enable a quicker means of grouping accounts with similar attributes. Available subsets will include SA Responsible and Account Type.
- Within each subset, further limiting can be used to reduce the length of an account list.
- Right clicking the Selected Accounts list will bring up a sorting menu that will include sort options such as:
  - 1) Account Number
  - 2) Account Name
  - 3) % Total Business (Descending)
 Drag and drop ordering of accounts will also be available.
- Accounts are selected/removed using the left and right arrow buttons.

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### Screen Sample - Product Group Maintenance

[illegible]

Right clicking the Selected Items list will bring up a sorting menu that will include sort options such as:

- 1) Item Number
- 2) Item Description
- 3) Launch Date (Descending)

Drag and drop ordering of items will also be available.

Status indicates that the needed summary data to support the item group has been calculated and stored in the database.

This drop down list box will provide filtering of available items, and will include:

- 1) Platform (N64, DMG, ...)
- 2) Category (H.W. SW, ...)
- 3) Other Product Groups

Items are selected/removed using the left and right arrow buttons.

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# Screen Sample - Method Group Maintenance

Method Group Maintenance

% To Total

Selected Methods

3 Month % To Total

4 Month % To Total

1 Year % To Total

Available Methods

3 Month % To Total

4 Month % To Total

1 Year % To Total

Manual Allocation %

Dynamic Allocation

→

←

Cancel

Refresh

Revision History

Save As

Update

Drag and drop ordering of Methods will be available.

Methods are selected/removed using the left and right arrow buttons.

Fig. 20